

## CLAIMS

What is claimed is:

- 1 1. A method of brokering sales between parties, said method comprising the steps  
2 of:
  - 3 a) receiving request for broker's services from a client;
  - 4 b) requesting transactional information from said client for said brokered  
5 services;
  - 6 c) constructing a client transactional model from said received parameters,  
7 said client transactional model indicating a likelihood of said client's participation in a  
8 transaction;
  - 9 d) identifying potential second parties to said transaction; and
  - 10 e) eliciting participants to said transaction from said identified second  
11 parties, whereby said transaction is structured to maximize spread.
- 1 2. A method of brokering sales as in claim 1 wherein after the step (c) of  
2 constructing the client transactional model, said method further comprising the step of:
  - 3 c1) presenting modeled transactions to said client, acceptance of said modeled  
4 transaction determining whether parameters of said transaction are suitable.
- 1 3. A method of brokering sales as in claim 2, wherein if parameters of said  
2 transaction are determined to be unsuitable in step (c1), said method further comprising  
3 the step of:
  - 4 c2) reworking said transactional model; and
  - 5 c3) repeating step (c1).
- 1 4. A method of brokering sales as in claim 3 wherein said client is a prospective  
2 buyer.

1 5. A method of brokering sales as in claim 3 wherein said client is a prospective  
2 seller.

1 6. A method of brokering sales as in claim 3 further comprising the steps of:

2 f) constructing a workable deal model responsive to said transactional  
3 model;

4 g) identifying deals likely to be accepted by said client and at least one  
5 identified second party responsive to said transactional model and said workable deal  
6 model; and

7 h) presenting identified deals having the largest spread to said client and each  
8 said identified second party.

1 7. A method of brokering sales as in claim 6 wherein when said deal is rejected by  
2 said client or all identified second parties, said method further comprising the step of:

3 j) reworking said deal, whereby reduction of profit to said broker is  
4 minimized in said reworked deal; and

5 k) presenting said reworked deal to said client and each said identified  
6 second party.

1 8. A method of brokering sales as in claim 6 where step (g) of identifying deals  
2 likely to be accepted comprises the steps of:

3 i) constructing a broker's profit function of said received parameters;

4 ii) employing a global optimization search for identifying a feasible deal that  
5 maximizes spread; and

6 iii) presenting proposed deals to said client and identified second parties.

1 9. A computer program product brokering sales, said computer program product  
2 comprising a computer usable medium having computer readable program code thereon,  
3 said computer readable program code comprising:  
4 computer readable program code means for receiving request for broker's services  
5 from a client;  
6 computer readable program code means for requesting transactional information  
7 from said client for said brokered services;  
8 computer readable program code means for constructing a client transactional  
9 model from said received parameters, said client transactional model indicating a  
10 likelihood of said client's participation in a transaction;  
11 computer readable program code means for identifying potential second parties to  
12 said transaction; and  
13 computer readable program code means for eliciting participants to said  
14 transaction from said identified second parties, whereby said transaction is structured to  
15 maximize spread.

1 10. A computer readable program code means for brokering sales as in claim 9 further  
2 comprising:  
3 computer readable program code means for presenting modeled transactions to  
4 said client, acceptance of said modeled transaction determining whether parameters of  
5 said transaction are suitable.

1 11. A computer readable program code means for brokering sales as in claim 10  
2 further comprising:  
3 computer readable program code means for constructing a workable deal model  
4 responsive to said transactional model;

5 computer readable program code means for identifying deals likely to be accepted  
6 by said client and at least one identified second party responsive to said transactional  
7 model and said workable deal model; and

8 computer readable program code means for presenting identified deals having the  
9 largest spread to said client and each said identified second party.

1 12. A computer readable program code means for brokering sales as in claim 11  
2 wherein computer readable program code means for identifying deals likely to be  
3 accepted comprises:

4 computer readable program code means for constructing a broker's profit function  
5 of said received parameters;

6 computer readable program code means for employing a global optimization  
7 search for identifying a feasible deal that maximizes spread; and

8 computer readable program code means for presenting proposed deals to said  
9 client and identified second parties.

1 13. A system for brokering sales between parties, said system comprising:

2 means for receiving request for broker's services from a client;

3 means for requesting transactional information from said client for said brokered  
4 services;

5 means for constructing a client transactional model from said received parameters,  
6 said client transactional model indicating a likelihood of said client's participation in a  
7 transaction;

8 means for identifying potential second parties to said transaction; and

9 means for eliciting participants to said transaction from said identified second  
10 parties, whereby said transaction is structured to maximize spread.

- 1 14. A system for brokering sales as in claim 13 further comprising:  
2 means for presenting modeled transactions to said client, acceptance of said  
3 modeled transaction determining whether parameters of said transaction are suitable.
- 1 15. A system for brokering sales as in claim 13 further comprising:  
2 means for constructing a workable deal model responsive to said transactional  
3 model;  
4 means for identifying deals likely to be accepted by said client and at least one  
5 identified second party responsive to said transactional model and said workable deal  
6 model; and  
7 means for presenting identified deals having the largest spread to said client and  
8 each said identified second party.
- 1 16. A system for brokering sales as in claim 15 further comprising means for  
2 reworking said deal to minimize reduction of profit to said broker.
- 1 17. A system for brokering sales as in claim 15 wherein means for identifying deals  
2 likely to be accepted comprises:  
3 means for constructing a broker's profit function of said received parameters;  
4 means for employing a global optimization search for identifying a feasible deal  
5 that maximizes spread; and  
6 means for presenting proposed deals to said client and identified second parties.